

09030306 041001

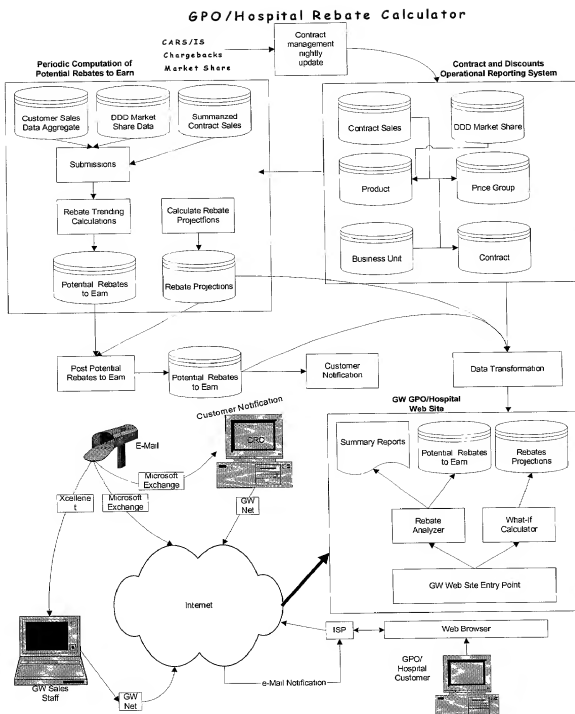


Fig. 2

GPO Rebate Calculator – Functional Flow

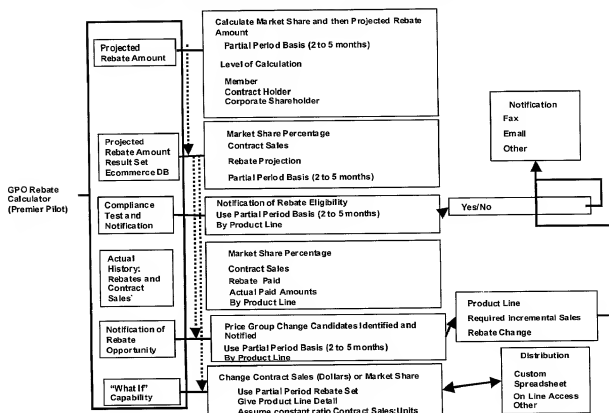


Fig. 3

0020656 041001

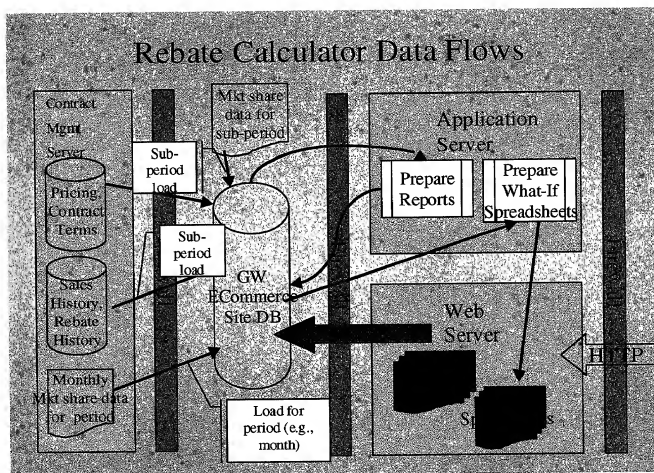


Fig. 4

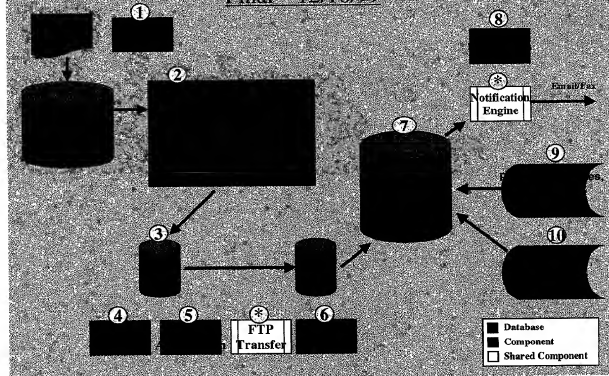


Fig. 5

GPO Rebate Calculator Audience and Owners

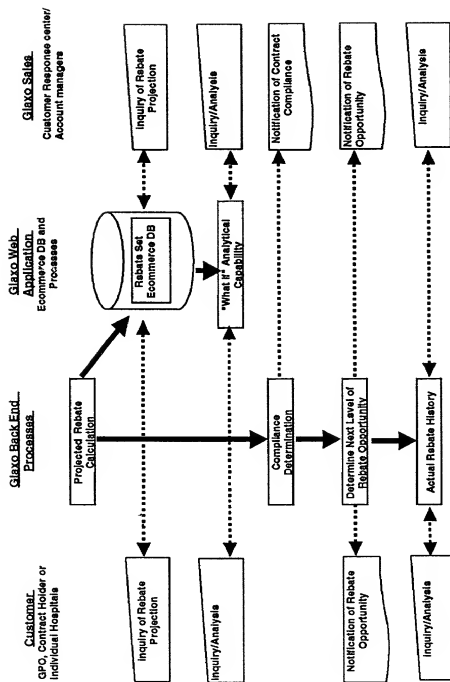


Fig. 6

Fig. 7

Projected Rebates

Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method: Standard/Alternative

Corporate Shareholder: Redacted1
Customer: Redacted2
Location: Redacted3

	Contract Sales				Market Share			
	Rebate		Trended		Rebate		Trended	
	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date
	2H 1999	1H 2000	2H 1999	1H 2000	2H 1999	1H 2000	2H 1999	1H 2000
Zofran	\$215,000	\$285,000	\$150,000	\$315,000	30%	35%	40%	35%
Migraine	440,000	480,000	300,000	540,000	50%	55%	60%	65%
Respiratory	500,000	550,000	300,000	600,000	60%	65%	70%	80%
Zantac	400,000	450,000	200,000	500,000	10%	15%	20%	40%
Fortaz	275,000	325,000	250,000	375,000	98%	99%	100%	100%
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000				
		Actual	Immature	Immature				

	Contract Price Group - Rebate Percent				Projected Rebate			
	Rebate		Trended		Rebate		Trended	
	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date	Period to Date
	2H 1999	1H 2000	2H 1999	1H 2000	2H 1999	1H 2000	2H 1999	1H 2000
Zofran					0	0	0	0
Migraine	4%	4%	5%	6%	17,600	19,800	15,000	32,400
Respiratory	1%	2%	2%	3%	5,000	11,000	6,000	16,000
Zantac					0	0	0	0
Fortaz		1%	1%	1%	0	3,250	2,500	3,750
					\$22,600	\$33,850	\$23,500	\$54,150

Contract Compliance - Rebate Eligibility

Corporate Shareholder: Redacted1
Customer: Redacted2
Location: Redacted3
Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method: Standard/Alternative

	Sales	Market Share	Rebate Eligible?
	Period to Date	Period to Date	Period to Date
Zofran	\$150,000	40%	No
Migraine	300,000	60%	Yes
Respiratory	300,000	70%	Yes
Zantac	200,000	20%	No
Fortaz	250,000	100%	Yes
	\$1,200,000		

Fig. 8

Fig. 9

Rebate Opportunity

Corporate	
Shareholder:	Redacted1
Customer:	Redacted2
Location:	Redacted3
Rebate Period:	Second Half 2000
Date:	Sep-00
Rebate Method	Standard/Alternative

Current Market Share

	Market Share	Contract Price Group
Zofran	62%	
Migraine	85%	3%
Respiratory	70%	2%
Zantac	20%	
Fortaz	100%	1%

Rebate Opportunities within 3%

	Market Share	Contract Price Group
Zofran	65%	3%
Migraine	88%	4%

Rebate History

Rebate Period:

Second Half 2000

Date:

Sep-00

Rebate Method

Standard/Alternative

Corporate

Shareholder: Redacted1

Customer: Redacted2

Location: Redacted3

	Contract Sales		Market Share	
	2H 1999	1H 2000	2H 1999	1H 2000
Zofran	\$215,000	\$265,000	30%	35%
Migraine	440,000	490,000	50%	55%
Respiratory	500,000	550,000	60%	65%
Zantac	400,000	450,000	10%	15%
Fortaz	275,000	325,000	98%	99%
	\$1,830,000	\$2,080,000		
		Actual		

Contract Price Group - Rebate Percent

Projected Rebate

	Contract Price Group - Rebate Percent		Projected Rebate	
	2H 1999	1H 2000	2H 1999	1H 2000
Zofran			0	0
Migraine	4%	4%	17,600	19,600
Respiratory	1%	2%	5,000	11,000
Zantac			0	0
Fortaz		1%	0	3,250
			\$22,600	\$33,850

Fig. 10

"What If" Analytical Tool

Rebate Period: Second Half 2000

Date: Sep-00

Rebate Method Standard/Alternative

Customer: Redacted2

Location: Redacted3

To determine full rebate period sales impact on rebates, change the Trended Period to Date file.

	Contract Sales			
			Rebate Period to Date	Trended Period to Date
	2H 1999	1H 2000		
Zofran	\$215,000	\$265,000	\$150,000	\$315,000
Migraine	440,000	490,000	300,000	540,000
Respiratory	500,000	550,000	300,000	600,000
Zantac	400,000	450,000	200,000	500,000
Fortaz	275,000	325,000	250,000	375,000
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000
	Actual	Actual	Immature	Immature

Market Share			
		Rebate Period to Date	Trended Period to Date
	2H 1999	1H 2000	
	30%	35%	40%
	50%	55%	60%
	60%	65%	70%
	10%	15%	20%
	96%	99%	100%

	Contract Price Group - Rebate Percent			
			Rebate Period to Date	Trended Period to Date
	2H 1999	1H 2000		
Zofran				
Migraine	4%	4%	5%	6%
Respiratory	1%	2%	2%	4%
Zantac				
Fortaz	0%	1%	1%	1%

Projected Rebate			
		Rebate Period to Date	Trended Period to Date
	2H 1999	1H 2000	
	0	0	0
	17,600	19,600	15,000
	5,000	11,000	6,000
	0	0	0
	0	3,250	2,500
	\$22,600	\$33,850	\$23,500

Fig. 11

GlaxoWellcome

Home Rebate Calc Contract Administration Product Ordering Search

REBATE OPPORTUNITIES

Joe Q. User

GPO
Corporate Shareholder
Customer

Redacted1
Redacted2
Redacted3

From 1/1/00
To 31-Dec-00
Date 30-Sep-00
Rebate Method Standard
Glaxo Wellcome Contract
Customer Phone #
Location RedactedB

Rebate Tier Below

Current Rebate Tier

Rebate Tier Above

	Projected Period to Date	Projected Period to Date	Rebate Percentage	Projected Period to Date	Projected Period to Date	Rebate Percentage	Projected Period to Date	Projected Period to Date	Rebate Percentage
Zidov	\$170,730	69.9%	4%	\$170,874	70.0%	0%	\$183,496	79%	9%
Migraine	\$5,444	89.9%	4%	\$5,685	93.0%	0%	\$7,168	100%	6%
Fluoxetine	\$5,547	35.9%	3%	\$5,180	40.0%	4%	\$7,107	46%	6%
Zinc	\$0	0.0%	0%	\$18,946	68.0%	400%	\$22,195	55%	4%
Fosar	\$84,359	96.0%	0%	\$94,493	97.0%	1%	\$92,009	100%	1%
	\$267,120			\$288,234			\$311,009		

Home Proj. Rebate What-if Calc

Fig. 12

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 ▶ Notification and Subscription

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 ▶ GPO Customer Survey
 ▶ Return Goods
 ▶ External Resources
 ▶ Education

registrat
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abacavir sulfate, lamivudine, zalcitabine
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 2000 Holiday Schedule
 [November 20, 2000] Withdrawal of Lotronex[®] (aloe latex hydrochloride) Tablets 1 mg, Bottle of 60 (NDC 0373-0690-00)
 Trade Communications Archives
 Past communications...

new & tips
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Fig. 13

100740 99962060

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altc

help

Rebate Calculator

– Select a page –

Data Selector

Shareholder Selection:


(All Shareholders)

Projected Canine Value



Projected Rabbits

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Fig. 14

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Data Selector

Rebate Calculator  - Select a page - 

Data displayed in the rebate calculator applies to the previous rebate period, June - December, 2000.
 Rebates for the previous period cannot be affected during the current period.
 Projections for the current period will be available at the end of the first quarter.

Shareholder Selection:

Hospital selection:

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Fig. 15

100140-95962950

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abc help

Rebate Calculator

Select a page -

Projected Contract Value

Rebate Period: Second Half 2000

From: 07/01/2000

To: 12/31/2000

Data Current To: 11/30/2000

GPD: Test Customer 1

Shareholder: Total

Hospital: Total

Location: Somewhere, USA

Questions?: Contact Us

Rebate Products

Rebate Products	NWP Sales	Up Front Discount	Individual Rebate	Group Rebate	Net Net Price	Total Discount	Percent Discount
Fortaz	711,838	251,518	4,282	4,603	451,427	260,403	37%
Migraline	60,831	1,280	1,647	565	54,159	6,662	11%
Respiratory	243,819	34,903	7,750	2,053	199,023	44,790	18%
Zentac	39,238	13,553	338	306	10,236	19,003	48%
Zofran	1,304,765	304,217	97,492	10,006	893,051	411,714	32%

Therapeutic Class

Therapeutic Class	NWP Sales	Up Front Discount	Individual Rebate	Group Rebate	Net Net Price	Total Discount	Percent Discount
Anesthesia	6,970	4,232	0	0	2,738	4,232	61%
Anti-Infectives/Anti-Virals	51,600	6,317	0	0	44,663	6,917	13%
Biologics	124,270	15,308	0	0	108,962	15,308	12%
Cardiovascular	55,304	8,497	0	0	46,807	8,497	15%
Central Nervous System	109,114	15,759	0	0	93,355	15,759	14%
Dermatology	3,752	751	0	0	3,008	751	20%
Discontinued	34	8	0	0	26	8	24%
Gastrointestinal	122,894	37,035	0	0	85,651	37,035	30%
Oncology	56,947	8,034	0	0	48,913	8,034	14%
Other	101	4	0	0	95	6	6%
Respiratory	369,267	212,077	0	0	155,390	212,877	58%
Systemic Antibiotics	254,618	184,469	0	0	100,348	184,469	43%
Total	3,504,360	1,027,338	111,757	17,368	2,347,867	1,156,463	33%

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Fig. 16

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abc
map
 Rebate Calculator  - Select a page -

Projected Rebates

Rebate Period: Second Half 2000

From: 07/01/2000

To: 12/31/2000

Data Current To: 11/30/2000

GPO: Test Customer 1

Shareholder: Total

Hospital: Total

Location: Somewhere, USA

Questions?: [Contact Us](#)

Contract Market Basket	Contract Sales				Market Share		
	2H 1999	1H 2000	2H 2000	Projected to Date	2H 2000 to Date	1H 2000	Projected 2H 2000
Fortaz	297,799	448,109	383,593	460,312	89%	87%	96%
Migraïne	26,834	41,102	34,559	36,991	87%	87%	87%
Respiratory	63,058	139,059	174,097	210,916	37%	37%	38%
Zantac	30,259	11,434	1,000	9	9%	5%	5%
Zofran	465,370	843,535	833,790	1,020,548	62%	62%	69%
Total	863,320	1,490,209	1,247,531	1,737,037			

Contract Market Basket	Projected Rebates for 2H 2000			Sum of Individual Rebates
	Points	Rebate Percent	Rebate Dollars	
Fortaz	0	1%	4,603	4,282
Migraïne	20	1%	1,565	1,647
Respiratory	10	1%	2,059	7,798
Zantac	0	1%	106	338
Zofran	5	1%	10,005	97,492
Total	35		17,368	111,757

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Fig. 17

Rebate Opportunities

Rebate Calculator - Select a page -

Rebate Period: Second Half 2000

From: 07/01/2000

To: 12/31/2000

Date Current To: 11/30/2000

GPO Test Customer 1

Shareholder Total

Hospital Total

Location

Questions?

Somewhere, USA

Group Rebates

Contract Market Basket	Projected Current		Points What If	
	Points	Rebate @ 1%	Points	Rebate @ 1%
Fortaz	0	4,603	0	4,603
Migraine	20	565	20	565
Respiratory	10	2,089	10	2,089
Zantac	0	105	0	105
Zofran	5	10,005	5	10,005

Rebate Levels

Points	Rebate %
91 to 100	6.0%
81 to 90	4.0%
61 to 80	3.0%
41 to 60	2.0%
26 to 40	0.0%

Summary of Projected Rebates

Contract Market Basket	What If	Market Share	Projected Sales	Points
Fortaz	C	57% to 100%	465,107 to 979,492	15
	G	96%	460,312	0
Migraine	C	90% to 100%	58,532 to 65,036	25
	G	87%	56,581	20
	C	80% to 85%	52,029 to 55,280	15
	C	0% to 79%	0 to 51,378	0
Respiratory	C	56% to 100%	307,916 to 649,779	25
	C	46% to 55%	252,939 to 302,378	20
	G	38%	208,916	10
	C	25% to 35%	137,445 to 192,423	5
	C	0% to 24%	0 to 131,947	0
Zantac	C	76% to 100%	162,336 to 213,600	10
	C	71% to 75%	151,656 to 160,200	8
	C	65% to 70%	138,840 to 149,520	5
	G	5%	10,680	0
Zofran	C	86% to 100%	1,247,060 to 1,450,070	25
	C	61% to 85%	1,174,556 to 1,232,559	20
	C	75% to 80%	1,087,652 to 1,160,056	15
	C	70% to 74%	1,015,049 to 1,073,051	10
	G	69%	1,000,548	5
	C	0% to 64%	0 to 928,045	0

Summary of Ind. Proj. Rebates

Contract Market Basket	Current Rebate
Fortaz	4,282
Migraine	1,847
Respiratory	7,798
Zantac	338
Zofran	97,492
	111,757

Fig. 18